

Message Text

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ACTION COME-00

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P 201638Z JUN 78
FM AMEMBASSY VIENNA
TO SECSTATE WASHDC PRIORITY 6894

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E.O.11652:N/A
TAGS: ETRD, AU
SUBJ: PURCHASING ENTITIES OF THE CENTRAL GOVERNMENT

REF: STATE 147535

1. SHORT LEAD TIME ON SUBJECT REQUEST HAS NOT BEEN SUFFICIENT FOR EMBASSY TO DEVELOP FULL ANSWER TO REFTEL, ESPECIALLY IN LIGHT OF EXTENSIVE AND HIGHLY COMPLICATED SYSTEM OF GOA CONTROL OF ECONOMIC ACTIVITIES. LIST AND COMMENTS THAT FOLLOW, THEREFORE, SHOULD NOT BE CONSIDERED FINAL WORD ALTHOUGH THEY DO REPRESENT OUR BEST JUDGEMENTS AT MOMENT. GOA POSITION TOWARDS GOVERNMENT PROCUREMENT CODE REMAINS AS DESCRIBED IN VIENNA 2374 AND GENEVA 5690. THE MOST THE GOA SEEMS WILLING TO DO IN THIS AREA IS TO ADHERE TO CERTAIN SECTIONS OF EACH WHICH WOULD STILL ALLOW IT EXCEPTIONS TO OTHER PROVISIONS. REASONS FOR THIS ARE (A) VERY SMALL NUMBER OF AUSTRIAN FIRMS WHICH GOA FEELS WOULD HAVE ANY CHANCE OF COMPETING FOR TYPE CONTRACTS COVERED; (B) VERY STRONG DOUBTS THAT THE "JUSTIFICATION PROCEDURES" COULD EVER BE APPLIED EFFECTIVELY TO EAST EUROPEAN COMPANIES WHICH COMPETE WITH AUSTRIAN FIRMS; AND (C) FEAR THAT LARGE COUNTRIES (ESPECIALLY THE FRG) WOULD BE ABLE TO DOMINATE THE AUSTRIAN PROCUREMENT MARKET.

2. THE LIST THAT FOLLOWS CONSISTS OF SELECTED ENTITIES
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UNDER THE DIRECT OR SUBSTANTIAL CONTROL OF AUSTRIA'S FEDERAL GOVERNMENT. NOT INCLUDED WERE NATIONALIZED ENTERPRISES ADMINISTERED BY AUSTRIA'S STATE HOLDING COMPANY (OEIAG), NATIONALIZED BANKS AND THEIR PARTICIPATIONS, AND SUCH ENTITIES AS GOVERNMENT-RUN AGRICULTURAL OPERATIONS, BOARDING SCHOOLS, BUILDING WORKS, AND HIGHWAY COMPANIES. CONSTRUCTION OF LIST BY CATEGORIES FOLLOWS

OUTLINE PROVIDED IN PARA. 3 REFTEL. PERCENTAGE FIGURES
NEXT TO NAME OF CATEGORY THREE ENTITIES INDICATE PARTICI-
PATION OF CENTRAL GOVERNMENT. LIST FOLLOWS.

3. CATEGORY ONE ENTITIES:

- BUNDESKANZLERAMT (FEDERAL CHANCELLERY)
- BALLHAUSPLATZ 2, A-1014 VIENNA

- BUNDESMINISTERIUM FUER AUSWAERTIGE ANGELEGENHEITEN
- (FEDERAL MINISTRY FOR FOREIGN AFFAIRS)
- BALLHAUSPLATZ 2, A-1014 VIENNA

- BUNDESMINISTERIUM FUER BAUTEN UND TECHNIK
- (FEDERAL MINISTRY OF CONSTRUCTION AND TECHNOLOGY)
- STUBENRING 1, A-1011 VIENNA

- BUNDESAMT FUER EICH- UND VERMESSUNGSWESEN
- (FEDERAL AGENCY FOR CALIBRATION AND MEASUREMENT)
- FRIEDRICH SCHMIDT-PLATZ 3, A-1082 VIENNA

- BUNDESVERSUCHS- UND FORSCHUNGSANSTALT
- (FEDERAL INSTITUTE FOR TESTING AND RESEARCH)
- ARSENAL, A-1030 VIENNA

- BUNDESMINISTERIUM FUER FINANZEN (FEDERAL MINISTRY
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- OF FINANCE)
- HIMMELPFORTGASSE 4, A-1011 VIENNA

- BUNDESMINISTERIUM FUER GESUNDHEIT UND UMWELTSCHUTZ
- (FEDERAL MINISTRY OF HEALTH AND ENVIRONMENTAL
- PROTECTION)
- STUBENRING 1, A-1011 VIENNA

- BUNDESMINISTERIUM FUER HANDEL, GEWERBE UND INDUSTRIE
- (FEDERAL MINISTRY OF TRADE, COMMERCE AND INDUSTRY)
- STUBENRING 1, A-1011 VIENNA

- BUNDESMINISTERIUM FUER INNERES
- (FEDERAL MINISTRY OF INTERIOR)
- HERRENGASSE 7, A-1014 VIENNA

- BUNDESMINISTERIUM FUER JUSTIZ
- (FEDERAL MINISTRY OF JUSTICE)
- MUSEUMSTRASSE 7, A-1016 VIENNA

- BUNDESMINISTERIUM FUER LANDESVERTEIDIGUNG
- (FEDERAL MINISTRY OF DEFENSE)

- FRANZ JOSEFS-KAI 7-9, A-1011 VIENNA
- BUNDESMINISTERIUM FUER LAND- UND FORSTWIRTSCHAFT
(FEDERAL MINISTRY OF AGRICULTURE AND FORESTRY)
STUBENRING 1, A-1011 VIENNA
- BUNDESMINISTERIUM FUER SOZIALE VERWALTUNG

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- (FEDERAL MINISTRY OF SOCIAL ADMINISTRATION)
STUBENRING 1, A-1011 VIENNA
- BUNDESMINISTERIUM FUER UNTERRICHT UND KUNST
(FEDERAL MINISTRY OF EDUCATION AND ARTS)
MINORITENPLATZ 5, A-1014 VIENNA
- BUNDESMINISTERIUM FUER VERKEHR
(FEDERAL MINISTRY OF TRANSPORTATION)
ELISABETHSTRASSE 9, A-1011 VIENNA
- OESTERREICHISCHE BUNDESBAHNEN
(AUSTRIAN FEDERAL RAILROADS)
ELISABETHSTRASSE 9, A-1011 VIENNA
- GENERALDIREKTION FUER DIE POST- UND TELEGRAPHENVER-
WALTUNG (FEDERAL POSTAL AND TELEGRAPH ADMINISTRATION)
POSTGASSE 8, A-1011 VIENNA
- BUNDESMINISTERIUM FUER WISSENSCHAFT UND FORSCHUNG
(FEDERAL MINISTRY OF SCIENCE AND RESEARCH)
MINORITENPLATZ 5, A-1014 VIENNA
- BUNDESAMT FUER ZIVILLUFTFAHRT (FEDERAL AUTHORITY FOR

- CIVIL AVIATION)
 - SCHNIRCHGASSE 9, A-1030 VIENNA
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CATEGORY TWO ENTITIES:

- OESTERREICHISCHE STAATSDRUCKEREI
- (AUSTRIAN STATE PRINTING OFFICE)
- RENNWEG 16, A-1037 VIENNA

- BUNDESSTAATLICHE PROTHESENWERKSTAETTEN
- (FEDERAL WORKSHOPS FOR ARTIFICIAL LIMBS)
- - LINZ, GRUBERSTRASSE 63, A-4020 LINZ
- - WIEN, GEIGERGASSE 5, A-1050 VIENNA

- GETREIDEWIRTSCHAFTSFOND (GRAIN MARKETING BOARD)
- RIEMERGASSE 14, A-1010 VIENNA

- MILCHWIRTSCHAFTSFOND (MILK MARKETING BOARD)
- WIPPLINGERSTRASSE 30, A-1013 VIENNA

- VIEH- UND FLEISCHKOMMISSION
- (LIVESTOCK AND MEAT COMMISSION)
- RIEMERGASSE 14, A-1010 VIENNA

CATEGORY THREE ENTITIES:

- OESTERREICHISCHE ELEKTRIZITAETSWIRTSCHAFTS-AG
- (FEDERAL POWER COMPANY)(100)
- AM HOF 6, A-1010 VIENNA

- TAUERNKRAFTWERKE AG (TAUERN POWER COMPANY)(91.466)
- RAINERSTRASSE 29, A-5020 SALZBURG

- ENNSKRAFTWERKE AG (ENNS RIVER POWER COMPANY)
- (50 50 UPPER AUSTRIAN POWER CO.)

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- RESTHOFSTRASSE 2, A-4400 STEYR

- OESTERREICHISCHE DONAUKRAFTWERKE AG
- (DANUBE POWER COMPANY) (92.17)
- PARKRING 12, A-1010 VIENNA

- VORARLBERGER ILLWERKE AG

- (VORARLBERG ILL RIVER POWER COMPANY) (69.23)
- JOSEF HUTER-STRASSE 35, A-6900 BREGENZ
- DAMPFKRAFTWERK KORNEUBURG GES.M.B.H.
- (STEAM POWER PLANT KORNEUBURG) (100)
- AM HOF 6A, A-1010 VIENNA
- DONAUKRAFTWERK JOCHENSTEIN AG
- (DANUBE POWER PLANT JOCHENSTEIN) (50)
- INNSTRASSE 10A, D-839 PASSAU, GERMANY
- OESTERREICHISCH-BAYERISCHE KRAFTWERKE AG
- (AUSTRO-BAVARIAN POWER COMPANY) (50)
- MUENCHNER STRASSE 48, D-8265 SIMBACH, GERMANY
- KERNKRAFTWERK-PLANUNGSGESELLSCHAFT MBH.
- (NUCLEAR POWER PLANT PLANNING COMP.) (50)
- JACQUINGASSE 16-18, A-1030 VIENNA
- GEMEINSCHAFTSKERNKRAFTWERK TULLNERFELD GES.MBH.
- (NUCLEAR POWER PLANT ZWENTENDORF) (50)
- MARC AUREL-STRASSE 4, A-1010 VIENNA

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- GEMEINSCHAFTSKRAFTWERK STEIN GES.MBH.
- (NUCLEAR POWER PLANT STEIN) (50)
- A-4303 ST. PANTALEON-ERLAA
- ALLGEMEINES KRANKENHAUS WIEN, PLANUNGS- UND ER-
RICHTUNGS-AG. (VIENNA CENTRAL HOSPITAL, PLANNING
AND CONSTRUCTION COMPANY) (99.39)
- LAZARETTGASSE 14B, A-1090 VIENNA

- AUSTRIAN AIRLINES (OESTERREICHISCHE LUFTVERKEHRS-AG.)
- SALESIANERGASSE 1, A-1030 VIENNA - (99.003)

- AUSTRIA TABAKWERKE AG. (AUSTRIA TOBACCO WORKS)
- PORZELLANGASSE 51, A-1091 VIENNA - (100)

- INTERNATIONALER AMTSSITZ- UND KONFERENZZENTRUM
- WIEN AG. (INTERNATIONAL OFFICIAL HEADQUARTERS AND
- CONFERENCE CENTER) - (65)
- WAGRAMER STRASSE 23, A-1220 VIENNA

- RADIO AUSTRIA AG. - (100)
- RENNIGASSE 14, A-1010 VIENNA

- FLUGHAFEN GRAZ BETRIEBSGESELLSCHAFT MBH.
 - (AIRPORT GRAZ OPERATING COMP.)- (50 PLUS 50 OWNED
 - BY PROVINCIAL GOVERNMENTS)
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- A-8020 GRAZ
- FLUGHAFEN WIEN BETRIEBSGESELLSCHAFT MBH.
- (AIRPORT VIENNA OPERATING COMP.) - (50 50
- PROVINCIAL GOVERNMENTS)
- A-1300 WIEN-FLUGHAFEN

4. THERE EXIST NEITHER UNIFORM RULES NOR A CENTRAL PROCUREMENT AUTHORITY FOR THE ENTITIES LISTED ABOVE. THEORETICALLY, FEDERAL MINISTRIES AND OTHER CENTRAL GOVERNMENT AGENCIES ARE SUPPOSED TO COMPLY WITH THE AUSTRIAN STANDARDS AGENCY'S RECOMMENDATION A-2050, "PLACING OF ORDERS", EX 1957. ARTICLE OF RECOMMENDATION STATES THAT "IF CIRCUMSTANCES PERMIT, ONLY PRODUCTS OF AUSTRIAN ORIGIN SHALL BE USED AND ONLY AUSTRIAN FIRMS SHALL BE ENGAGED". THE PHRASE "IF CIRCUMSTANCES PERMIT" MEANS THAT IN ASSESSING OFFERS, NORMAL COMMERCIAL CONSIDERATIONS SHOULD BE THE DECIDING FACTOR. ALTHOUGH THE ARTICLE IS NOT IN CONFORMITY WITH OBLIGATIONS ASSUMED UNDER EFTA, IT HAS NOT BEEN WITHDRAWN BY THE ISSUING, SEMI-OFFICIAL, STANDARDS AGENCY. HOWEVER, FOLLOWING A DECISION BY THE MINISTERS' COUNCIL, THE ARTICLE NO LONGER APPLIES TO PROCUREMENT BY CENTRAL GOVERNMENT AUTHORITIES. IN ACTUAL PRACTICE, HOWEVER, A STRONG PREFERENCE FOR DOMESTIC SUPPLIERS CONTINUES TO EXIST AMONG CONTRACTING FEDERAL AUTHORITIES. THIS, OF COURSE, IS NOT UNIQUE TO AUSTRIA.

5. NUMBER OF ENTITIES FOR WHICH SPECIAL EFFORTS TOWARD CODE INCLUSION SEEM TO BE WORTHWHILE IS RATHER LIMITED; IN GENERAL, BUSINESS PROSPECTS EXIST ONLY FOR US MANU-

FACTURES OF TECHNOLOGICALLY ADVANCED OR OTHERWISE SOPHISTICATED PRODUCTS. FOR THE PROCUREMENT OF SUCH ITEMS, BEST PROSPECTS SEEM TO BE OFFERED BY THE FOLLOWING ENTILIMITED OFFICIAL USE

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TIES:

- (A) FEDERAL MINISTRY OF HEALTH AND ENVIRONMENTAL PROTECTION (CAT.I). AUSTRIA'S HOSPITAL PLAN PROVIDES FOR THE ESTABLISHMENT OF NEW, AND THE REORGANIZATION OF EXISTING HEALTH CARE FACILITIES. TOTAL NUMBER OF BEDS IN PUBLIC HOSPITALS IS TO BE INCREASED BY ABOUT 50 PERCENT BY THE MID-EIGHTIES. RESPONSIBILITY FOR FORMULATING, REVISING AND EXECUTING PLAN RESTS WITH HEALTH MINISTRY WHICH, BESIDES PROVINCIAL AND MUNICIPAL GOVERNMENTS, WILL RAISE SUBSTANTIAL PART OF FUNDS. ALTHOUGH MINISTRY IS NOT DIRECTLY INVOLVED IN PROCUREMENT OF THIS KIND, ITS INFLUENCE ON PURCHASING CONSIDERATIONS IS CONSIDERABLE.

- (B) VIENNA CENTRAL HOSPITAL (CAT.III). FEDERAL GOVERNMENT AND CITY OF VIENNA THUS FAR SPENT APPROXIMATELY A.S. 5 BILLION FOR VIENNA CENTRAL HOSPITAL, MAINLY FOR GENERAL CONSTRUCTION WORK. ADDITIONAL A.S. 16 BILLION IS EXPECTED TO BE REQUIRED TO COMPLETE PROJECT. LATE THIS YEAR, PUBLIC TENDERS WILL BE ISSUED FOR FURNITURE, LABORATORY AND SURGICAL EQUIPMENT; TENDERS FOR OTHER BIOMEDICAL EQUIPMENT WILL FOLLOW IN YEARS AHEAD.

- (C) FEDERAL RAILROADS (CAT.I). AFR CONTINUALLY SPENDS LARGE AMOUNTS FOR IMPROVEMENT, EXPANSION AND MODERNIZATION OF FACILITIES. MAJOR PROJECT CONCERNS CONSTRUCTION OF CENTRAL SHUNTING STATION NEAR

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VIENNA. SUBSTANTIAL PART OF TOTAL COSTS, ESTIMATED AT A.S. 1.6 BILLION, WILL BE SPENT FOR ADVANCED SHUNTING AND WEIGHING INSTALLATIONS AND OTHER ELECTRONIC EQUIPMENT. OTHER INVESTMENT PLANS CONCERN ACQUISITION OF ELECTRIC TRAIN ENGINES, INTER-CITY TRAINS AND OTHER ROLLING STOCK FROM DOMESTIC SOURCES.

- (D) FEDERAL POSTAL AND TELEGRAPH ADMINISTRATION (CAT.I). POSTAL AUTHORITIES PLAN FULL ELECTRONIZATION OF TELEPHONE SYSTEM BY 1985. THUS FAR NO DECISION HAS BEEN MADE WHETHER AN ALREADY EXISTING SYSTEM WILL BE APPLIED OR A NEW SYSTEM DEVELOPED. COSTS FOR DEVELOPING SYSTEM SUITABLE FOR AUSTRIA ARE PRESENTLY PLACED AT A.S. 1 BILLION. HOWEVER, AUTHORITIES HAVE ALREADY STRESSED THAT THEY WILL FAVOR DOMESTIC MANUFACTURERS (INCLUDING ITT) TO HELP OVERCOME

LATENT CRISIS IN THIS INDUSTRIAL SECTOR. FOR THE NEXT TEN YEARS, OVERALL PTT INVESTMENTS ARE PLACED AT A.S. 100 BILLION. THIS AMOUNT INCLUDES COSTS FOR INCREASING NUMBER OF TELEPHONE AND TELEX FACILITIES, ACQUISITION OF BUSES, AND FOR THE CONSTRUCTION AND/OR MODERNIZATION OF POSTAL OFFICES.

- (E) FEDERAL AUTHORITY FOR CIVIL AVIATION. (CAT.I). BASED ON RECOMMENDATION BY ICAO (INTERNATIONAL CIVIL AVIATION AUTHORITY), AUSTRIA OVER NEXT FEW YEARS WILL LIMITED OFFICIAL USE

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ALTER ITS AIR TRAFFIC CONTROL SYSTEM FROM ILS (INSTRUMENT LANDING SYSTEM) TO MWLS (MICRO-WAVE LANDING SYSTEM).

6. CATEGORY THREE ENTITIES ARE GENERALLY ORGANIZED, REGISTERED AND OPERATED LIKE PRIVATE ENTERPRISES. THEY ARE OPERATED BY AN EXECUTIVE MANAGEMENT AND CONTROLLED BY A SUPERVISORY BOARD OR SIMILAR BODY. INVESTMENT PLANS WORKED OUT IN DETAIL BY MANAGEMENT HAVE TO BE APPROVED BY THE RESPECTIVE CONTROLLING AUTHORITY. RESPONSIBILITY FOR PROCUREMENT DECISIONS RESTS WITH MANAGEMENT. ALTHOUGH EXERCISE OF DIRECT INFLUENCE OF CONTROLLING BOARDS (IN MATTERS SUCH AS ACQUISITIONS) IS UNUSUAL AND THE EXCEPTION, POSSIBILITIES TO EXERCISE INFLUENCE INDIRECTLY ARE MANIFOLD. THIS STARTS WITH NOMINATION OF EXECUTIVE MANAGERS AND ENDS WITH INFORMAL REQUESTS BY BOARD MEMBERS. IN VIEW OF FACT THAT PRACTICALLY ALL BOARDS OF WHOLLY OR PARTLY-OWNED GOVERNMENT ENTITIES ARE STAFFED WITH POLITICAL PARTY

REPRESENTATIVES, THERE ALWAYS EXIST UNOFFICIAL CHANNELS THROUGH WHICH THE FEDERAL GOVERNMENT -- AS WELL AS THE POLITICAL OPPOSITION -- CAN BRING TO BEAR INFLUENCE ON MANAGEMENT DECISIONS. ANOTHER SPHERE OF INFLUENCE EXISTS IN FUNDING CAPITAL INCREASES OR INVESTMENT PROJECTS, E.G. THROUGH BUDGET ALLOCATIONS OR BOND ISSUES OR CREDITS FROM GOVERNMENT-CONTROLLED BANKS. FURTHERMORE, THE CENTRAL GOVERNMENT OPERATES A NUMBER OF PROGRAMS AIMED AT THE PROTECTION AND CREATION OF JOBS. THIS MEANS THAT DOMESTIC ENTERPRISES WISHING TO PARTICIPATE IN SUCH PROGRAMS -- REGARDLESS OF WHETHER PUBLICLY-CONTROLLED OR PRIVATE -- MUST ALIGN INVESTMENT CONSIDERATIONS WITH THE GOAL OF THE OFFICIAL PROGRAMS IN ORDER TO EXPECT FAVORABLE CONSIDERATION.

7. DETAILED LISTING OF GOA GOVERNMENT ENTITIES FOLLOWS
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BY AIRGRAM. WOLF

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Message Attributes

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Draft Date: 20 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
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Secure: OPEN
Status: NATIVE
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To: STATE
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